

# #17 TOP TRUCK

MAGAZINE Autumn 2021





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**#17**  
Autumn2021

## THE TOP TRUCK MAGAZINE

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# THINGS CHANGE, THINGS STAY THE SAME

**While the last eighteen months have brought unusual challenges, our core goals remain the same**

A year and a half into the pandemic, and our members are navigating the strange new normal of a world that must exist in the shadow of COVID-19. While there are obviously new considerations that this brings, this issue of TOP TRUCK magazine showcases just how much has not changed.

Customers, suppliers, and members living in a new reality are still customers, suppliers, and members. Their concerns and needs are fundamentally similar: great value, quality service, efficiency.

That's why, in this issue, you will find examples of innovation, in the digital space, in technology and training, and in customer experience. Our Featured Member, PitStop TOP TRUCK in Brazil, has launched a brilliant new concept store that uses cutting-edge technology to give consumers a new, and ultimately more rewarding, experience. TOP TRUCK Germany is harnessing the power of digital to provide the most value to members, suppliers, and customers, while in Spain, combining digital platforms is delivering enhanced efficiency and better service.

And we are also seeing some return to normality: in Belgium, France, and the Netherlands, there's a celebration of the resumption of face-to-face meetings and physical exhibitions. And while TOP TRUCK Italy launches a new advertising campaign, TOP TRUCK UK celebrates one of its many successful members.

We hope that you find this issue as inspiring and positive as we have. Our strength as a network resides in the relationships we foster and the way we think about our values and act on them. You will find no better examples of this than in the pages of this magazine. It's a testament not just to the resilience of our network, but also the importance we all place on delivering the best for our customers, suppliers, and members, every day, whatever else is going on.

We wish all of you a safe and successful remainder of the year, and look forward to an even stronger 2022.

**GROUPAUTO International**

TOP TRUCK'S  
EVOLUTION

GROUPAUTO

# REFERENCED SUPPLIERS



# MEMBERNEWS



## BELGIUM (10 GARAGES)

### BROADENING HORIZONS

TOP TRUCK Belgium continues to grow steadily. Unfortunately, due to COVID-19, the organization has struggled to pay enough attention to new and existing members. This is because some of the network's activities are managed by the Belgian G-TRUCK wholesaler Beneparts and by G-TRUCK in the Netherlands.

On September 15<sup>th</sup>, the network was finally able to get all members together to talk about the future. Obviously, the goal is to continue the growth that was started in 2020. This means getting extra personnel who can help members across a variety of tasks and issues, predominantly new customer acquisition. It was also possible to translate the network brochure into French to broaden access to Wallonia.

There are now 10 workshops spread across the country. Until now, it had only been in the Flemish part; the intention is to also grow in Wallonia. This also requires good service and parts flow from the network, something that is still being worked on together with Beneparts and GROUPAUTO Belgium.

Like the Netherlands, the network also wants to upgrade the formula due to global changes. New types of fuel mean new forms of service. One must keep mechanics up to date and members well informed about the possibilities.

And so, 2022 will be the year of more growth and more dedicated workshops.



## FINLAND (39 GARAGES)

### EXPANSION

R-Asennus Oy, located in Virrat, Finland, joined the TOP TRUCK chain in May. R-Asennus Oy is a multi-brand repair shop that performs maintenance and repair work on heavy equipment, buses, and forest and work machines. In addition to truck and bus maintenance and repair work, the company's service range includes the maintenance of forest machines and tractors, as well as the sale of spare parts and inspection services.

Mokopa Oy, located in Utajärvi, Finland, joined the TOP TRUCK chain in August. Mokopa Oy is a multi-brand heavy equipment repair shop that performs maintenance and repair work on heavy-duty transportation equipment. In addition to scheduled maintenance, the workshop performs chassis, transmission and engine repairs as well as brake work and brake adjustments. The company's range of services also includes tire work and inspection services. Besides, the company also has comfortable meeting and sauna facilities.

#### Electric truck conversion factory

An electric truck conversion factory was established in Keuruu, Finland, during the autumn of 2021. The project's impetus is the EU's and various European countries' strict targets for reducing CO2 emissions from transport. Consumers and companies are also beginning to ask about the environmental impact of products throughout their life cycle and the transport and logistics sector generates a significant share of CO2 emissions.

The TOP TRUCK network's Lielahden Autokeskus Oy operates in Tampere, Finland. They have another business location in Keuruu, in an old central warehouse and workshop building. In this location of several thousand square metres, the conversion plant has started operations and the first trucks are already being prepared for electric use. Mikko Leppälahti, entrepreneur and

CEO of Lielahden Autokeskus Oy, says that the goal for Autumn 2021 is to convert 10 trucks into electric trucks. If the forecasts for rapid market growth are correct, the goal is to increase the number of converted vehicles to 50 in 2022 and to 100 in 2023. By 2024, the goal is the production of 200 converted electric trucks. The technology needed for the conversion is brought to Keuruu from carefully selected component suppliers. "We are giving diesel trucks that are a few of years old a new electric life," said Mikko Leppälahti.

Current electric trucks are well-suited for distribution traffic in urban regions. Delivery trucks are often driven for less than 200km a day, and their batteries can be fully charged overnight. Information on the use and operation of vehicles in Finnish conditions has been collected since 2015 in a study conducted by Tampere University of Applied Sciences and Niinivirta Company. In this project, some electric trucks have been in service for six years now and the trucks have been driven more than 150,000km during that time.

This user experience will now be utilized for trucks that are going to be converted at the factory, says project manager Jukka Pellinen of Tampere University of Applied Sciences. In terms of urban comfort, electric trucks offer many benefits: CO<sup>2</sup> emissions decrease radically, fine particle emissions are eliminated, and the noise level is reduced considerably.

Training of the factory's mechanic personnel began in early September 2021 with 10 initial trainees. The partners are Jyväskylän Education Association Gradia and Tampere University of Applied Sciences. "The goal is to train electric vehicle mechanics and work management in groups of 10 people," explained Jukka Pellinen. New personnel will be trained according to the company's needs.



FRANCE (94 GARAGES)

## SOLUTRANS TRADE FAIR



# SOLUTRANS

16 - 20 NOV 2021 LYON · EUREXPO

Good news! Major, face-to-face national events are back in full force. The Solutrans Trade Fair will kick off the sector festivities in November with a show aimed at HGV professionals that will take place between 16<sup>th</sup> and 20<sup>th</sup> November in Lyon.

Returning for its 16<sup>th</sup> year, Solutrans is part of the revolution currently taking place within the sector. With digitalisation becoming increasingly prominent, this revolution naturally revolves around shifting working practices, but above all encompasses the evolving standards in fuel economy represented by energy transition and the reduction of CO<sub>2</sub> emissions.

It is now a given that road transport will still be comprised of diesel-powered vehicles in the short term, but biofuel, gas, and battery-electric vehicles will continue to gain ground, with the distant future bringing fuel cell electric vehicles powered by hydrogen.

G-TRUCK and TOP TRUCK will be presenting several solutions dedicated to addressing these industry issues at a large Alliance Automotive stand. The aim will be to reconnect with network distributors and repairers, while also publicising the full range of services being offered to consolidate TOP TRUCK's national network.

Capping off the show, the G-TRUCK/TOP TRUCK network will invite its members to join a festive convention dedicated to the network. The agenda will cover major market trends and new services being offered by the network. This will help raise awareness among its members of the importance of training in preparing for the upcoming energy transition, while continuing to offer manufacturers an alternative for the maintenance of CNG/LNG, hydrogen, and other similar vehicle types.





## GERMANY (114 GARAGES)

### DIGITAL EXHIBITION



PROFI SERVICE TAGE and PROFISERVICE DIGITAL have been combined to make PROFISERVICE SPEZIAL. Twenty-twenty's successful digital exhibition has been further developed and, in its new form, is stronger, more digitalised, and informative. COPARTS is the first central system with an On-Demand exhibition concept, including commercial vehicles. The format also combines information and marketing power for network partners.

COPARTS has further developed the innovative exhibition concept and has included more digital elements. The focus is on expert knowledge transfer. The exhibition also provides home shopping via live streaming, on-demand videos, and product presentations. Commercial vehicle themes are included for the first time and special offers are available solely for TOP TRUCK partner and digital exhibition visitors. The PROFISERVICE SPEZIAL will take place during the complete exhibition in November.

This digital exhibition concept is, in part, a response to the COVID-19 situation. Because the situation is so dynamic and unpredictable it makes sense to put all efforts into a digital exhibition rather than a physical one.

The PROFISERVICE SPEZIAL will focus on hand and specialised tools, as well as garage equipment. A large part of the product range is given over to the own-brand CAR1 TRUCKLINE. TOP TRUCK system partners will have a special sales catalogue for the exhibition, containing all relevant offers. In total, there are more than 180 exhibitors for passenger cars and commercial vehicles, as well service companies represented within the digital exhibition. Industry partners and experts from the sector will be taking part in discussions about market development, product highlights, and the most up-to-date methods of repair, live or On Demand from the TV studio in Hamburg. Access is through a dedicated channel with a password protected homepage. In addition, home shopping, with attractive exhibition prices, is also a part of the production.

In addition, MyTRUCK+ will be switched on for the first time during the digital exhibition. MyTRUCK+ is part of the COPARTS ONLINE information system. MyTRUCK+ provides TOP TRUCKers with new possibilities including digital part identification using VIN. This allows specialist independent commercial vehicle workshops to identify quickly and simply the correct replacement part for the repair using VIN. This system allows them access to the top seven vehicle manufacturers and diverse axle manufacturers.

PROFISERVICE SPEZIAL's motto is "40 YEARS COPARTS". Despite this being a difficult time for all, COPARTS still wants to celebrate with its TOP TRUCK partner workshops and G-TRUCK traders. A digital magical show for the entire family is planned with internationally famous magicians the Ehrlich brothers. With this digital event, COPARTS would like to say thank you to its partners for 40 years of joint success.





## ITALY (192 GARAGES)

### NEW CAMPAIGN

On the pages of January's TOP TRUCK magazine, TOP TRUCK Italy presented its new advertising campaign. It is a multi-subject campaign showing different animals that will both highlight benefits of the company and of being a part of an international network.

The first subject showed a lion running on a road, to represent strength, courage, and the gregarious aspect of its life.

The second subject introduced in 2021 is an eagle, a symbol of sharp vision, authority, and leadership, flying over a busy highway intersection with city skyline as background. The purpose is to highlight the foresight of the company and the power of being part of an international network. The last words of the copy are, "TOP TRUCK: looking to the future to be ready in the present". As with previous adverts there is a space reserved for national and international suppliers' logo at the bottom of the page.

Following the idea of foresight, and always seeking to develop further, TOP TRUCK Italy is continuing its work to find new agreements that will bring more opportunities to the network's garages. Currently, TOP TRUCK garages can choose to sign seven different agreements with worldwide Service Partners.

The last one, signed few months ago, is with Rosenbauer, the world's leading manufacturer of systems for firefighting and disaster protection. For more than 150 years, the name has stood for significant innovations and ground-breaking technology in the manufacture of firefighting vehicles and extinguishing systems in accordance with European and US standards. Rosenbauer provides maintenance, customer service, and refurbishment through its service network in over 100 countries, and the garages of TOP TRUCK Italy will now provide such services within Italian territories.



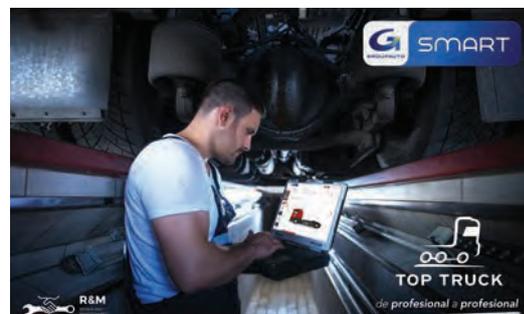
## SPAIN (111 GARAGES)

### FURTHER DIGITALISATION

In its effort to accelerate the digital transformation of its leader garages, GROUPAUTO Unión Ibérica (GAUIb) will carry out the integration of its two main digital platforms. From July 2021, these will link internal processes together to simplify and streamline the administrative procedures of the garage.

Repair and Maintenance (R&M) will be the first merging platform. This effectively solves the integration of the fleet client in the EuroTaller and TOP TRUCK networks, through corporate agreements with previously negotiated conditions and voluntary adhesion by the garages. Through it, a fleet manager can identify any vehicle, locate it on the map manually or through the G-Connect telematics locator, and also request services from the nearest garage. The garage receives the vehicle after accepting the appointment, sends a budget and requests approval from the manager, all without leaving the platform itself and always respecting the conditions of the agreement established for each fleet client. The integration's implementation has been an unqualified success and in 2020 more than 25,000 interventions in GROUPAUTO garages have been approved through this platform.

For its part, G-Smart has been conceived as the definitive solution for the multi-brand garage. It integrates a catalogue of original spare parts, technical information from the manufacturer, and a management program, with the intention of being a tool that encompasses the entire work cycle of the



garage. This ranges from managing appointments to a module for active reception and access to the catalogue with availability and price at the distributor to generate quotes quickly and accurately. A task's budget is complemented with the manufacturer's original labour times, affixed to a work order that allows for sign-off and billing.

With the merger of these two platforms, GROUPAUTO Unión Ibérica network garages (Eurotaller and TOP TRUCK) will be able to generate quotes with G-Smart quickly and precisely and to link them later to agreements in R&M. Once approved by a fleet owner, the integration between both platforms makes it possible to convert that budget into invoices automatically, simply by validating processes within the same online environment. Efficiency in processes guarantees the best level of service to the end customer and profitability for garages.



## THE NETHERLANDS (53 GARAGES)

### GETTING BACK OUT THERE



The year 2021 has started well for TOP TRUCK members, partly due to the shortage of raw materials and essential parts such as chips. This market shortage for specific parts for both trucks and trailers has led end users to drive longer with the current fleet. This immediately means more maintenance for the existing fleet: more miles, more wear, and less replacement with new parts.

It is, of course, difficult to look into a crystal ball. What will the future bring? What is happening in the world when it comes to the COVID-19 virus? At the time of writing this message 23 million vaccinations had already been administered in the Netherlands, the first steps towards 'normal' life. Because of this, it has finally been possible to put on some events.

On 9th September, the TOP TRUCK Kartcup took place, with over 40 teams competing for the win. In addition, several preferred suppliers were there to race against their clients. It was a great event with a great winner and network partners Total, Gates, and Tunap provided special prices for the podium teams.

From September 28<sup>th</sup>-30<sup>th</sup>, the Transport Compleet was held in Gorinchem after a one-and-a-half-year hiatus. It was a great event with several TOP TRUCK and G-TRUCK members present. Customers were at last able to see and feel new things, speak to members, and do some business. Everything went very well and members were happy to see one another and speak to customers again in a great environment.

The annual congress took place on 6<sup>th</sup> October. In 2020, it was not possible to hold due to COVID-19. Over 100 guests attended and learned from three guest speakers about how to deal with customers, and what to do to improve a business. There was a great lunch and dinner too, which provided a great atmosphere as people enjoyed being

together again as a team. The congress was held at an industrial location, one of the old marshalling yards for trains owned by the Dutch railroads.

Lastly, the network has reached a point where professionalization must increase. Because of market developments in both EV and hydrogen, it is important to continue to serve customers well. This requires further development of the existing concept aimed at higher technical knowledge, more commitment, and even better cooperation. It is planned to be operational from 2022.

The network in the Netherlands now consists of 53 workshops. There are certainly still a number of blank spots that are being targeted and new members are being spoken with. The network aims to end 2021 on a high!






**UITNODIGING CONGRES 2021**  
6 & 7 OKTOBER - HET OUDE MAGAZIJN AMERSFOORT



**AANMELDEN KAN OP**  
[WWW.G-TRUCK.NL/CONGRES](http://WWW.G-TRUCK.NL/CONGRES)

 Nederland



## UNITED KINGDOM (48 GARAGES)

### NEW FRIENDS AND OLD

With 48 members in the UK, the TOP TRUCK garage network is supported by the UK's largest CV motor factor network, which includes 30 wholly-owned subsidiary branches.

The latest workshops to join the TOP TRUCK network are SEL Commercials Ltd. in Hailsham, and ND Services in Hungerford. SEL Commercials Ltd have been fixing cars and trucks for over 35 years, while ND Services are a family run business formed in 1994, and both workshops are supported by a team of staff who have undergone extensive training.

During the second quarter of 2021, the network has been working very hard to win two large national fleet contracts and while no announcements have yet been made, positive progress has been made. The network is also pleased to announce the approval of ROLEC for the supply and installation of TOP TRUCK branded EV/PHEV charging points. ROLEC have a range of branded charging point options that include site visits and installation.

After numerous cancellations during 2020 and 2021 due to the pandemic, a TOP TRUCK panel meeting was finally held at the end of July 2021 with the three panel committee members and Robin Hill, the general manager for the CV subsidiary branches. It was a very productive meeting overall and TOP TRUCK members have already started to see benefits and improvements to the programme since the restructuring of TOP TRUCK at the beginning of 2020.

The network also did a spotlight recently on one of its members, G & CA Lombardo, looking back over the years and how being a TOP TRUCK member has benefitted them. G & CA Lombardo are a well-established, family-run company, specialising in HGVs, commercial vehicles, buses, and coaches, but this has not always been the case. Back in 1983, when the garage was first opened by Giovanni and Carol, it was originally just for car repairs. As the business grew, they found they had more and more customers also requesting HGV repairs. This meant they became a lot busier with larger vehicles and, struggling for space, in 1996 they built a two-bay workshop with one pit, giving them additional space to work on the larger vehicles. They also purchased a recovery truck.

The additional work these changes brought meant they needed more staff. Luckily their son Shaun had shown an interest and soon became a key part of the team. In December 2019, the business became a TOP TRUCK member. This aided the business in growing further and saw the welcome introduction of training being offered to the technicians, as well as additional on-site training for staff.



# INDUSTRY NEWS

## SURVEY

### LACK OF VIGILANCE AT THE WHEEL

Vinci Autoroutes Foundation has published a survey to better orient health and safety messages aimed at truck drivers on motorways. The first results point to a lack of vigilance at the wheel. Nearly one in two truck drivers (49%) said they had driven on the rough lanes at the edge of the carriageway. Drivers explained these lapses primarily by inattention linked to the road, use of the telephone or GPS (45%), and by drowsiness (29%). In addition, 82% believed that the rough bands helped them to resume a normal trajectory, and 49% stated they were woken by them.

Difficulty concentrating is widely identified as a risk of an accident or 'near accident', the study says. Among the drivers questioned who had almost had an accident, 22% blamed a deficit in concentration, 17% cited fatigue and 9% a distraction related to an activity other than driving.

Among the sources of distraction, connected tools are widely mentioned by the drivers questioned: 83% call using a Bluetooth system while driving; 67% program the GPS or adjust their car radio while driving; 27% send text messages or surf the Internet; and 26% call without a hands-free kit.



## BODY

### FIBRE MATERIAL FOR VOLTA TRUCKS

Volta Trucks is partnering with CPC Group to design and supply the world's most durable composite exterior body panels for the Volta Zero. Lightweight and all-natural, this high-performance fibre material is nearly CO2 neutral throughout its life cycle. While it has the same stiffness and weight as carbon fibre, it requires 75% less CO2 to produce.



## RENAULT TRUCKS

### NEW TRUCK FOR WASTE COLLECTION

In order to expand its range of electric trucks, Renault Trucks is launching the D Wide Z.E. LEC (Low Entry Cab) for the European market. This 100% electric vehicle is equipped with a new, lowered cabin, specially designed to facilitate waste collection missions. The vehicle has a reduced access height of 200mm compared to a standard distribution truck, a single non-slip step, and 90-degree opening of the doors. In addition, the truck is available in a 6x2 version with a steered rear axle. The cabin can accommodate up to four people.

## TYRES

### MICHELIN'S NEW WINTER TIRES

Michelin has launched its new X Multi Grip range dedicated to heavy goods vehicles. These tyres have been developed for driving in winter conditions. They combine grip, safety, and mileage longevity. According to the manufacturer, with 5mm of rubber remaining, traction on snow is improved by more than 50% and braking on snow by 20%. At 2mm of rubber remaining, lateral grip on wet surfaces is increased by 20%. Mileage longevity is improved by more than 10% on steered axle tires and by more than 30% on drive axle tires. Re-grooving and re-treading further increase the longevity of this range and reduce the cost per kilometre.

## VOLVO

**NEW RANGE OF ELECTRIC TRUCKS**

With the recent launch of its electric Volvo FH, FM and FMX ranges, Volvo Trucks now offers a total of six electrified truck models. The new vehicles, available up to 44 tons, come in two frame heights, with a wheelbase ranging from 3800 to 6700mm and three or four axles. The kinematic chain is made up of three electric motors and Volvo Trucks' I-Shift gearbox. Together, they constitute a combined electric motor power of 490kW (approximately 670 hp) and a torque of up to 2400Nm.

The energy-dense traction batteries use the latest generation of lithium-ion accumulator technology and will be assembled at a Volvo production plant. With six battery packs, new models can store 540 kWh, which provides a range of 300 km. There are two methods of recharging trucks: AC power up to 43kW or the faster DC option, up to 250 kW, in order to recharge up to 80% of the battery capacity in less than 90 minutes. Production of the new vehicles will start with tractors in the second half of 2022 and continue with straight trucks in early 2023.



## SERVICES

**NEW SYSTEM FROM GOODYEAR**

Goodyear is now marketing DrivePoint, a new tyre pressure monitoring system. The tool consists of pressure sensors attached to the wheel valves and two battery-powered, information receiving terminals installed in the carrier's fleet. When a vehicle passes between the receiving terminals, the pressure of all the equipped tyres is immediately read. The collected data are uploaded to the Goodyear Cloud, which offers quick access and reporting via the Goodyear Fleet Manager mobile tool. This new solution does not require disassembly of the tyre because the sensor can be quickly installed on the wheel valve reducing the complexity of installation and the truck's downtime.



## POWER STATION

**DAIMLER TRUCK, TRATON AND VOLVO JOIN FORCES**

The world's three main manufacturers of industrial vehicles, Daimler Truck, the Traton group, and the Volvo group have signed a non-binding agreement to install and operate a high-performance European public charging network for electrified heavy goods vehicles and coaches. The agreement lays the foundations for a future joint venture, owned equally by the three parties, and whose activities are expected to begin in 2022. The parties intend to invest €500 million together to install and operate, within five years of the creation of the joint venture, at least 1,700 high-performance green energy charging points near highways and destination and logistics points in Europe.



## REGULATIONS

## EUROVIGNETTE: PROVISIONAL AGREEMENT ON NEW PRICING RULES

Negotiators from the European Parliament and Council have reached an agreement on new road pricing rules for distance-based vehicles, in order to reduce CO<sup>2</sup> emissions. The aim is to shift road pricing from a year-based model to one based on distance travelled, in order to better reflect polluter-pays and user-pays principles. In addition, to encourage increased use of more environmentally friendly vehicles, and in accordance with the new rules, EU countries will have to set different road pricing rates based on CO<sup>2</sup> emissions for trucks and buses. Soon, additional rules on CO<sup>2</sup> classes for vehicles will be set with significant pricing reductions for zero or low emission vehicles.

MEPs have got member states to phase out 'vignettes' (year-based road charges) on the EU main network from 2029 for heavy vehicles (trucks, heavy goods vehicles, and buses) and to start applying tolls (distance-based charges).



## TECHNOLOGY

## CONTINENTAL LAUNCHES CORNER ASSIST SOLUTION FOR HEAVY-DUTY VEHICLES

Continental has developed a radar-based turn assist solution called 'RightViu' that fleet operators can easily install on their trucks. This system can be installed in vehicles in just a few steps. The radar can be attached to the side mirror and uses the vehicle's CAN bus. The area inspected by the radar is a rectangle four metres wide on the side of the vehicle and 14 metres long from the front of the vehicle to the rear. Vulnerable Road User (VRU) analysis software evaluates the information received from the radar. If a cyclist is in the covered area, the driver is immediately warned by an audible and visual signal.



## SERVICES

## MERCEDES-BENZ TRUCKS AND SHELL SUCCESSFUL TRIAL

Mercedes-Benz Trucks and Shell are currently testing digital fuel payments. The first tests with Mercedes-Benz Actros were carried out at a Shell petrol station in Stuttgart, Germany. The Truck-ID works like an integrated ID card that allows transactions to be uniquely assigned to the vehicle and automatically signed by the vehicle itself. The Shell SmartPay API functions as a data transmitter and allows for the digitalization of fuel cards and payments for fuel on Shell sites through truck board computer systems.

According to Daimler, the digital fuel card will make widespread fuel fraud more difficult. Experts believe the annual loss caused by this type of fuel fraud, involving heavy-duty trucks in Europe, can run into the millions for the transport industry.



## ENERGY

## BOSCH, SHELL, AND VOLKSWAGEN DEVELOP RENEWABLE GASOLINE

Following on from R33 Blue Diesel, Bosch, Shell, and Volkswagen have now developed a low-carbon gasoline. The new fuel, called Blue Gasoline, contains up to 33% renewables, ensuring a well-to-wheel reduction in carbon emissions of at least 20% per kilometre. The renewables proportion is made up of biomass-based naphtha or ethanol certified by the International Sustainability and Carbon Certification (ISCC) system. One source of naphtha is what is known as tall oil (aka tallöl), a by-product in the production of pulp for paper, but naphtha can also be obtained from other residual and waste materials.

## HYDROGEN

## LINDE, DAIMLER TRUCK TO COLLABORATE ON LIQUID HYDROGEN

Linde has signed an agreement with Daimler Truck AG to jointly develop a next generation of hydrogen refuelling technology for fuel cell-powered heavy-duty vehicles. The companies will develop fuelling technology based on subcooled liquid hydrogen (sLH2), which allows for higher on-board capacity, greater range, and faster refuelling and superior energy efficiency, according to both companies. The new process will be implemented in the series version of the Mercedes-Benz GenH2 Truck, which was unveiled in September 2020 as a concept vehicle, and will have a range of more than 1,000 kilometres. The companies anticipate that the first refuelling of a prototype vehicle at a pilot station will take place in Germany in 2023.



## HYDROGEN (2)

## DAIMLER TRUCK AG AND VOLVO GROUP LAUNCH FUEL CELL JOINT VENTURE

Daimler Truck AG and the Volvo Group have formalized the creation of a new joint company dedicated to the manufacture of fuel cells, called Cellcentric. The Volvo Group acquired 50% of Daimler Truck Fuel Cell GmbH & Co. KG for approximately €0.6 billion. The ambition is to make this new joint venture one of the world's leading fuel cell manufacturers. It will develop, produce, and market fuel cell systems intended primarily for heavy-duty vehicles and a few other applications. One of the main goals of Daimler Truck AG and Volvo Group is to start testing fuel cell trucks with customers in around three years and to start series production in the second half of this decade.

## LNG

## LIQVIS LNG FILLING STATIONS IN GERMANY AND FRANCE INTEGRATE ONTURTLE CARD

LNG truck drivers can now fill up their vehicles at filling stations operated by LIQVIS in Germany and France, and make cashless payments, with the OnTurtle fuel card. The new partnership extends the use of LNG filling stations in Europe.

The OnTurtle fuel card currently has agreements with 81 filling stations in six European countries: Spain, France, Italy, Germany, the Netherlands, and Belgium. Uniper subsidiary LIQVIS has been operating LNG filling stations since 2017. These are located at strategic transport hubs that serve a particularly high volume of trucks, such as Berlin-Grünheide, Bönen, Hannover-Langenhagen, Kassel-Lohfelden, all in Germany, and Calais and Bouc-Bel-Air in France.



## DAF

## AUGMENTED REALITY

Thanks to an augmented reality application, DAF Trucks is bringing the new XF, XG, and XG+ generations to life on computer screens and mobile devices. The software and a mobile phone or tablet's camera allow the truck to be placed in the desired location, on top of a desk, for example, or in a parking lot. App users can then explore the vehicle in detail, and from all angles, inside and out.

## SPAIN

## TOWARDS A TAX FOR HEAVY GOODS VEHICLES IN 2024

The Minister of the Economy, Nadia Calviño, has pledged to implement a road tax for any vehicle using Spain's national road network from 2024. This new tax would be dedicated to maintaining the network, according to the 'user-pays' principle. The Spanish government has mentioned a possible cost of one cent/km, but according to figures from the Association of Infrastructure Maintenance and Exploitation Companies (ACEX), the tax could be between three and five cents/km.



## SOCIAL

## MOBILITY PACKAGE IN DISCUSSION IN EU PARLIAMENT

The European Commission has published the results of two studies it commissioned to assess the expected impacts of two specific aspects of Mobility Package I, adopted on 15<sup>th</sup> July, 2020.

These two requirements, the compulsory return of the vehicle to the Member State of origin every eight weeks, and the application of cabotage quotas on international combined transport operations, were introduced by the European Parliament and the Council. But eight EU member states have lodged an appeal with the EU Court of Law asking for it to be quashed. Bulgaria, Romania, Hungary, Poland, Lithuania, Cyprus, and Malta have filed appeals on the eight weeks return and the return every four driver-weeks. Some states are citing the environmental impact of such a measure as an issue.



## AWARD

## IVECO DAILY AWARDED IN UK

In the UK, the Iveco Daily seven-ton won the Truck of the Year award in the six-16-ton carrier category at the 2021 Fleet News Awards. The jury noted that “this seven-ton model is offered in a variety of powertrains, including Diesel options and to CNG, and body configurations. It is clearly the winner of this contest. Flexible, and offering an impressive payload, it’s easy to see why the Daily seven ton is such a popular vehicle with fleet operators”.



## ENVIRONMENT

## GREEN DEAL AND CLIMATE NEUTRALITY

On July 14<sup>th</sup>, the European Commission adopted a series of proposals to implement the Green Deal. The target is to reduce net greenhouse gas emissions by at least 55% by 2030, compared to 1990 levels. The Deal proposes a 50% reduction in emissions from light commercial vehicles by 2030. From 2026, road transport will be covered by the emissions trading system, which will put a price on pollution, stimulate the use of cleaner fuels, and encourage investment in clean technologies. The proposals encourage the use of renewable fuels, such as hydrogen, in the industry and transport sectors, setting additional targets.



## HI-TECH

## AMAZON INVESTS IN DELIVERY ROBOTS

Amazon has opened a new R&D unit for its Scout delivery robots in Helsinki, Finland. The world leader in e-commerce will be able to rely on the 3D modelling system of the recently acquired Finnish company Umbra.

Launched in January 2019 by Amazon, the Scout robot has six wheels that allow it to move on pavements in order to deliver small parcels. After showing its interest in the start-up Plus.ai by ordering 1,000 autonomous driving systems for heavy goods vehicles for the United States, Amazon has now announced that it will create a new development centre for its Scout robots in Europe.

# FEATURED MEMBER

BRAZIL

## NEW CONCEPT STORE



GROUPAUTO Brazil has taken another step in its constant search for innovation and opened a concept store in São Paulo. Housed in the same building as headquarters, it showcases all the tools that PitStop TOP TRUCK makes available to associates with a focus on the best stock management and the best possible experience to all stakeholders.

The new store also allows all associates, suppliers, and customers to have a differentiated experience at the time of purchase with unique visual communication, ambiance, and display of self-service products. The store is operated by a member and carries the TOP TRUCK brand with the commercialization of parts and accessories for heavy line.

“This new store is considered a model for being in line with the trends in the retail market, bringing a new concept of customer service to the aftermarket. More than that, the store exemplifies the ‘omnichannel’ concept, in which it is possible to efficiently manage sales in the physical store and sales through digital channels”, explains Fabio Moretti, responsible for the Operations area.

One of PitStop TOP TRUCK’s challenges is to always be in line with market trends and to provide associates with the best solutions for business evolution. Therefore, the objective has been to study the best practices in the IAM sector and show a new model that brings a series of opportunities in customer relations and sales growth.

“Our job is to think of the best management model that will help stores increase sales and provide clients with new experiences. In addition, we are always dedicated to developing solutions that accompany changes in consumer behaviour, which is increasingly demanding. Our aim is to help associates always be prepared to meet specific demands, to innovate and grow”, adds Paulo Fabiano, director of PitStop TOP TRUCK.



# IN THE SPOTLIGHT

Author : Robert Stevens, Director of Garage Networks & Technology

## WHO IS YOUR COMPETITOR, AND WHO SHOULD BE YOUR PARTNER?



In the past, most independent commercial vehicle workshops have viewed other independent workshops as their main competitors. This is because the Aftermarket has traditionally operated based on some assumptions:

- A vehicle is either serviced at the Dealership or it is serviced in the Aftermarket
- All vehicles are initially serviced at the Dealership
- All vehicles will eventually transition to the Aftermarket

Therefore, Aftermarket workshops must compete with each other to capture the opportunity to service each vehicle as it transitions from the Dealership to the Aftermarket.

I believe this practice of the Aftermarket competing with itself is contributing to our struggle to prepare for the future. However, there is a simple solution. We need to learn to work together.

The TOP TRUCK Network is unique. We are independent commercial vehicle workshops who have joined together to form national workshop networks. These national workshop networks have, in turn, joined together to form the ONLY international network of independent commercial vehicle workshops.

If we can work together as an international network, we have the opportunity to overcome the challenges that will impact the future of the Aftermarket. In my opinion, these challenges include:

- Centrally managed fleets – driver not responsible for vehicle service
- Connected vehicles – data access required for vehicle service
- Internet of Things (IoT) – digital interaction with driver/owner of the vehicle

It will be very difficult for a single national network to overcome these challenges and basically impossible for an individual independent workshop. That is why we must work together as one international network. We must combine our knowledge and resources. We must share our best-practices and customer relationships. If we act as one international network, we can achieve so much more than we can as separate national networks or as individual workshops.

Acting as one international network can also provide opportunities for partnerships that might otherwise be unavailable. For every vehicle on the road, there are a multitude of companies that want to provide services for the vehicle, the owner, or the driver. These services might include:

- Financing/Leasing
- Insurance
- Roadside Assistance
- Mobile/Cellular Service
- Maintenance and Repair

As one international network, we can partner with these other companies to provide a complete package of services for our common customers. We can enhance each other's services and gain access to a new source of customers. One of the most valuable aspects of this type of partnership is that the loyalty of the customer increases as more partners work together to provide a more complete package of services.

**This is the future of the Automotive Aftermarket.**

If we can work together, we can overcome the challenges and establish the necessary partnerships. We will not need to wait for vehicles to transition from the Dealerships. We will be able to compete directly with the Dealerships as preferred maintenance and repair providers.

If we do not do this, we will be reduced to competing with ourselves for whatever is left over.





# DEEP RECOVERY HELPS TO RECOVER MORE REFRIGERANT

Workshops often service automotive air conditioning systems several times a day. A/C service includes functional and visual inspection as well as refrigerant replacement. During the standard procedure, the compressor of the A/C service unit recovers the refrigerant and stores it at its own tank. Doing so, up to 95 % of the refrigerant are recovered. The rest is released by the vacuum pump and when separating used oil by its respective tank. Especially the loss of refrigerant, the increased environmental burden and the time-consuming procedure led to the development of an optimized function: Deep Recovery.

## BOSCH A/C SERVICE UNITS WITH DEEP RECOVERY

Bosch ACS 863, ACS 763, ACS 753, ACS 663 and ACS 653 A/C service units are already equipped with the Deep Recovery function. This is possible due to the use of a particularly powerful vacuum pump at the recovery circuit specifically developed for this purpose and perfectly matched software. At a second recovery stage after the standard procedure, the vacuum pump extracts as much of the remaining refrigerant as possible, separates it and returns it for its reuse.

**Deep Recovery included:**  
Bosch ACS Air Conditioning service units

Depending on the A/C configuration and its operating conditions, this allows recovery of up to 99 % of the refrigerant.

In the subsequent vacuum phase, only a very small amount of remaining refrigerant is released into the atmosphere. Especially in the case of expensive R1234yf refrigerant, this means a significant cost reduction. Another advantage of Deep Recovery: the vacuum pump starts dehumidifying the air conditioning system as early as possible, during the refrigerant recovery. For workshops this means additional time savings when performing A/C services,

significantly reducing any additionally required vacuum phase. A/C refilling can thus be started earlier.

## RECOVERING MORE REFRIGERANT MORE EFFECTIVELY AND PROTECTING THE ENVIRONMENT

Therefore, the recovery process comprises two different stages performed at once thus easing the A/C service and making it faster. At the vacuum phase, the loss of refrigerant is reduced most noticeably. This helps protecting the environment and saving money – with each any every A/C service.



Deep Recovery helps to recover more refrigerant, reducing the environmental impact and saving working hours. (Figures depending on AC system's specific configuration and operating conditions)

As a special commercial-vehicle A/C service unit without Deep Recovery function, Bosch offers ACS 810 units. Their advantage over the mentioned ACS units: faster service times and the integrated truck database.



**BOSCH**

Invented for life

Driven by

# MAINTENANCE

 **BOSCH**

ACS 810

### **Air conditioning technology for heavy-duty vehicles**

The ACS 810 is specially aligned to the requirements of trucks and buses as well as R134a-based, high-capacity air conditioning systems. The unit automatically controls the recovery, recycling and refilling of refrigerant. The 5-meter service hoses permit easy connection to the A/C systems.

[boschaftermarket.com](http://boschaftermarket.com)

**What drives you,  
drives us**



TESTED AND TRUSTED ALL OVER EUROPE.

# ORIGINAL EQUIPMENT MANUFACTURERS MAKE THE VARTA® PROMOTIVE AGM THEIR FIRST CHOICE.



Clarios, the global market leader in advanced energy storage solutions has a long history of working with vehicle manufacturers to develop best-in-class batteries. In order to ensure the full functionality and readiness of the latest generation trucks, the VARTA ProMotive AGM battery was conceived in close collaboration with Europe's leading commercial vehicle manufacturers.

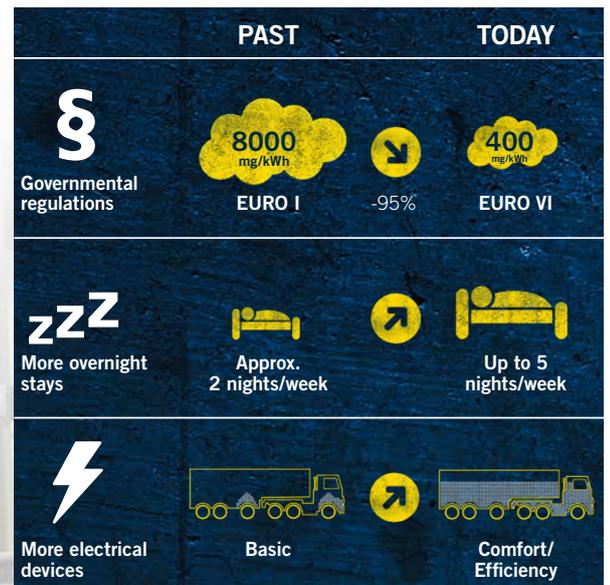
These days, conventional batteries have a hard time keeping up with the large amount of energy-draining electrical functions that modern trucks are equipped with. Trucks are on the road for longer which means more overnight stays in the cabin – with increased expectations regarding to comfort. Refridgerators, microwaves, coffee machines and entertainment electronics lead to deeply discharged batteries after the rest periods.

On top of that, there is an increasing number of EU legislations to be met. Advanced fuel saving technologies like coasting/sailing and passive boost are on the rise in order to reduce CO<sub>2</sub>-emissions and overall consumption. Together with AdBlue® tanks taking up additional space,

this often makes an end of frame installation close to the rear axle necessary, subjecting the battery to increased vibrations. High robustness and vibration resistance are therefore required.



Thorsten Werle,  
Engineering Design Lead  
Heavy Duty at Clarios EMEA



Battery requirements for modern trucks have changed significantly with more regulations, overnight stays and an overall increased number of electrical consumers.

### The manufacturer's choice

“Some of the biggest manufacturers therefore turned to us with a request to collaborate on the development of a solution. That’s how the VARTA ProMotive AGM came into being”, explains Thorsten Werle, Engineering Design Lead Heavy Duty at Clarios EMEA. VARTA is the market and technology leading brand in the field of commercial vehicle and car batteries. The ProMotive AGM combines the know-how from both product lines and draws on 20 years of experience in producing advanced AGM batteries.

With an Original Equipment market market share of 65% in the European heavy duty battery business, VARTA is the manufacturer's choice when it comes to fitting the best battery technology available. The VARTA ProMotive AGM has passed both lab and road tests and fulfills all four key requirements to be labelled an original spare part:

- Cold cranking power
- Cycling performance & deep discharge capabilities
- Vibration resistance
- Charge acceptance

“Long-term trials have confirmed that the VARTA ProMotive AGM lives up to the promises we made about it. Major manufacturers have approved the battery and are integrating the AGM as Original Equipment into their latest generation of heavy commercial vehicles”, says Werle.

### What is the VARTA ProMotive AGM?

The VARTA ProMotive AGM is Europe's first AGM battery for commercial vehicles. AGM stands for Absorbent Glass Mat. The name-giving fleece absorbs the battery acid and increases cycle stability. This prevents loss of capacity due to acid stratification, the main cause of battery failure in modern trucks. The advantage: The battery has a lifetime expectancy of 2 years and longer. To reach a comparable lifetime with a regular battery would result in its drop of capacity down to 20%. Due to the special design of the VARTA ProMotive AGM however, up to 80% of the specified capacity can be utilized without significantly compromising cycle lifetime.

It provides the ideal power supply for vehicles equipped with comfort and safety functions and advanced fuel-saving features such as coasting/sailing. AdBlue tanks and larger fuel tanks are displacing batteries towards the rear end of commercial vehicles. In this position, they have to be able to withstand increased vibrations in order to prevent premature failure. The VARTA ProMotive AGM addresses this challenge with its rugged casing and special fixations.

Overall shorter driving times and an increased number of overnight stays make the VARTA ProMotive AGM's enhanced charge acceptance and larger number of cycles an indispensable asset in modern logistics. With this combination of features the VARTA ProMotive AGM ensures cost-effective, safe and comfortable driving. For the first time it is possible to take advantage of the full potential of commercial vehicles with an extended battery life.

### A battery that's good for business.

Fleet managers of today expect reliability from their vehicles as well as from their choice of spare parts. They put their trust in leading technologies and brands to ensure minimum risk of downtimes and constant optimization of their fleet's total costs of ownership (TCO). According to Werle the VARTA ProMotive AGM with its outstanding performance is providing a unique value now and in the years to come: "If you already have a lot of well-equipped

trucks, it's worth upgrading them to our AGM battery. It gives drivers and fleet operators additional security against battery failures, reduces overall operating costs and ensures satisfied customers for the truck manufacturers. The VARTA ProMotive AGM is absolutely future-proof and still has a lot of free capacity available for additional energy consumers."



Thorsten Werle (left) and Thilo Hofmann, Senior Specialist Technical Business Development at Clarios discuss the ProMotive AGM's optimized production methods, design and requirements according to specifications and the desired functionality.

### VARTA Fleet Program: direct contact to the manufacturer

The increasing complexity of modern trucks represents a major challenge for trucking companies. To ensure that fleets are best equipped to cope with these, VARTA has not just developed a reliable, future-ready product in the form of the AGM battery, but also offers the corresponding service with its VARTA Fleet Program. This program's main feature is that it offers fleet managers direct contact to the manufacturer.

By registering free-of-charge on the website [www.varta-automotive.com/fleet](http://www.varta-automotive.com/fleet), members will receive custom advice relating to their fleet, strategic purchase recommendations, support on battery management-related questions, analysis and optimization options for battery performance and a great deal more.

### Clarios UK Limited

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Watford Herts WD18 8YH  
[www.varta-automotive.com](http://www.varta-automotive.com)



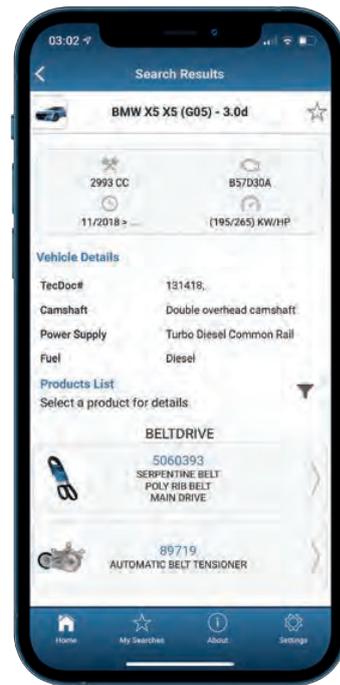
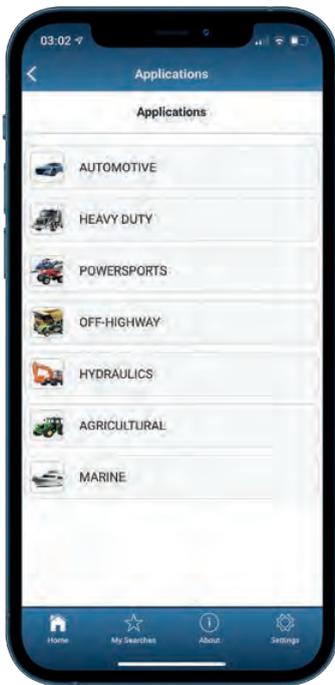
## DAYCO IMPROVES CUSTOMER SERVICE WITH MOBILE CATALOG APP UPDATE 7.0



To further improve its up-to-date product and application information, Dayco, a leading engine products and drive systems supplier for the automotive, industrial and aftermarket industries, has released the latest update to its “multi-award-winner” mobile catalog app. Version 7.0 of the catalog app, which contains technical information and details about Dayco replacement parts for passenger car, light and heavy trucks, buses, snowmobiles, all-terrain-vehicles, powersports, agricultural equipment and off-highway applications, is now available in the App Store (iOS) and Google Play (Android).

making it easier than ever for customers to access product information and the most relevant vehicle data, such as pictures, routings and layouts, technical instructions, videos, and allows users to save their own searches and filter products by categories.

“We completely rebuilt and revamped the app with a new framework with the objective to provide the same user experience and performance on both the most recent, and oldest devices, and this version makes it easier than ever for our customers to access product information and the most relevant vehicle data and technical information.



The app, which allows customers anywhere in the world to search more than 40,000 Dayco SKUs, includes features such as make and model search, interchanges, technical information, installation instructions and product spec data, as well as graphic design enhancements. In addition, it also provides direct links to Dayco social media pages.

Version 7.0 has also been updated with a new design to showcase the strength of the Dayco brand and the latest technology, which improves performance and functionality,

As customer satisfaction is our top priority, it also gives us the opportunity to add more innovative features in the future,” said Enzo Rabante, Senior IT Manager - Global Digital Solutions, for Dayco.

More info here:  
<https://www.daycoaftermarket.com/en/dayco-app/>

[www.dayco.com](http://www.dayco.com)

[www.kubelire.com](http://www.kubelire.com)

# Dayco Heavy Duty, Innovation runs from Original Equipment to Aftermarket.

As a global leader in research, design, manufacture and distribution of essential engine drive systems and aftermarket services for truck, construction, agriculture and industrial applications we provide innovative and effective solutions to meet specific performance requirements for each customer's needs.

**DAYCO**<sup>®</sup>

MOVE FORWARD. ALWAYS.™



# Delphi Technologies

## Can the heavy duty workshop be part of the sustainability solution? Yes. Yes, they can.

As changes are coming thick and fast in the passenger car arena, critical eyes are turning upon the heavy duty sector. The changes in the passenger car and light duty sector are a collection of efforts driving toward sustainability, so can the heavy duty vehicle contribute to the sustainability efforts too? The answer is yes and the key lies within the heavy duty workshop.

The heavy duty workshop can unlock the secret to sustainable heavy duty vehicles, something vehicle owners, businesses, and fleets are becoming increasingly in need of. Through expertise and technology, workshops can offer heavy duty vehicles a variety of services which work together to keep a heavy duty vehicle maintained to deliver sustainable performance and optimum economy.

### How can they help?

The first choice in the sustainability tool kit is remanufactured parts. Remanufactured components such as injectors reduce parts waste while still offering high quality components for reliable repairs. Standards for remanufactured components include thorough testing and certification, sometimes even carrying a form of warranty. This increases trust for both the workshop & vehicle owner, while contributing to sustainable repairs.

A critical requirement of the heavy duty vehicle is DPF servicing. While emissions legislation & fuel for passenger cars is changing now, work on improving heavy duty vehicle emissions has been happening for years. The exhaust system of a heavy duty vehicle can feature up to 3 filters all reducing harmful particulates in emissions. These filters need testing and cleaning which will maintain the emissions specification of the vehicle and even extend the service life of the filter as well.

The third tool for a sustainable heavy duty workshop is equipping and training for battery technology. It might feel counter intuitive to pair eco-friendly tech and a heavy duty vehicle but these vehicles are already out there, in the form of hybridization and electric bus fleets. Workshops can welcome these vehicles into their test bays to keep them on the road as part of the global sustainable solution.

The heavy duty workshop can join the journey to a sustainable future by being prepared for change. New electrification technologies are already appearing in the heavy duty vehicle parc and this is only set to grow. The heavy duty workshop is already familiar with what it takes to keep up with regulation changes, latest technology, new servicing & repairs. This agility means they can be an equal player in the sustainability arena, ready to change course just as a passenger car workshop has had to.

### The workshop's perfect partner.

The heavy duty workshop can have confidence in Delphi Technologies as the perfect partner thanks to our resources in diagnostics, training, and dedication to pioneering emerging technologies. As a remanufacturing expert our global portfolio offers certified remanufactured components for outstanding servicing and empowering the workshop in doing their part to reduce waste. Our Hartridge DPF300 Master Series test equipment allows a workshop to test, clean, and heat as the DPF requires for optimum emissions and satisfying customers with preferable servicing vs expensive replacements. It is clear that the heavy duty workshops are part of the solution and Delphi Technologies can provide the tool kit that heavy duty workshops need for a sustainable automotive future.

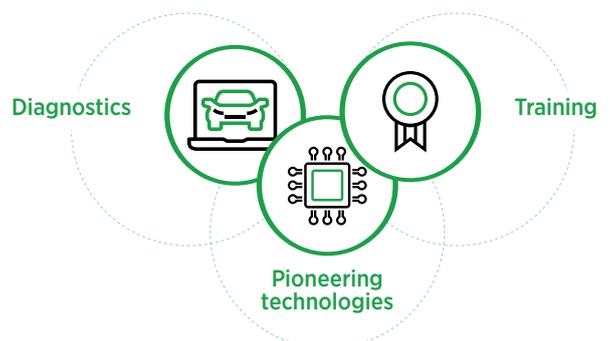
Find out more:



[delphiaftermarket.com](https://delphiaftermarket.com)



Delphi Technologies is a brand of BorgWarner Inc.



# Delphi Technologies

## Technology driven



Built on our pioneering technology and OE expertise, our full-service aftermarket solution for **heavy duty vehicles** provides access to **premium OE diesel injection parts**, **comprehensive training**, **advanced diagnostics** and **test equipment** and **technical support** that will put you a step ahead in maintaining and servicing the complex vehicle systems of today and tomorrow.



[delphiaftermarket.com](http://delphiaftermarket.com)



Delphi Technologies is a brand of BorgWarner Inc.





## EXIDE – BEST CHOICE FOR BUSINESS MARKET-LEADING FITMENT INFORMATION



Exide Technologies ([www.exidegroup.com](http://www.exidegroup.com)), a leading provider of stored electrical energy solutions, headquartered in Europe, has the most comprehensive fitment information of any battery manufacturer. It is renowned for the quality and accuracy of the fitment data, and also for its broad coverage of the European parc across all vehicle types. Exide’s Battery Finder tool works on mobile and desktop, is entirely free of charge, and allows the user to search for the right battery according to VIN or vehicle registration number. The tool is made especially powerful thanks to combining expert-level fitment knowledge and almost full parc coverage.

### Avoid the costs of incorrect fitment

Exide always recommends following its market-leading fitment advice. Modern vehicles are increasingly complex, and new emission-reducing technologies increase the chance for fitment errors and mistakes. Incorrect fitment choices lead to breakdowns and premature battery failure, which means customer dissatisfaction and a loss of reputation for workshops.

A dedicated team ensures that information on over 1,300 models from 300 manufacturers of trucks, buses, agri-construction and specialist vehicles, remains up to date and easily understood. As an important Original Equipment manufacturer, Exide is often involved in the development or choice of battery technology in the newest models, making them first to the Aftermarket in many cases.

### Quickly find the right battery for commercial vehicles

To support customers, Exide combines its knowledge in a user-friendly tool called the Exide Battery Finder for all vehicle types. It is freely available on the web or as a downloadable app, and it is popular with workshop and roadside assistance professionals, generating more than 2 million searches a year.

“Exide combines wide coverage with best-in-class fitment information, leveraging our knowledge and experience of working with the world’s leading vehicle makers,” said Guido Scanagatta, Senior Product Manager at Exide. “Our free Battery Finder tool makes it fast and convenient to find the right battery for your needs.”



Exide supplies OE batteries to CLAAS plants throughout Europe and Russia, and has worked with the agricultural manufacturer for more than 20 years.

# The best start of the day



## Exide Endurance+PRO GEL

Ideal for commercial vehicles with a high demand for battery power when the engine is switched off... but ready to restart at any time!

Available in D06 box



ORIGINAL GEL

EXTREME CYCLING

SAFE START

URBAN DELIVERY

MAINTENANCE FREE

HIGH ENERGY DENSITY

### Benefits of Exide Endurance+PRO GEL

- Impressive energy throughput over the battery lifetime: safe DoD of 90%, vs 50% of standard flooded batteries, and 5 times more cycles than a comparable standard flooded battery
- Withstands deep discharges for maximum reliability
- Very low self discharge
- Valve regulated: maximum safety and highly vibration resistant
- Maintenance free
- Designed for OE applications



#### LONG-HAUL

With 'hotel loads' for driver convenience and comfort



#### DELIVERY TRUCKS

With electrically powered lifts/loaders



#### URBAN TRANSPORT

With passenger information and security systems



#### SPECIAL VEHICLES

With heavy on-board power equipment



More information about our work lights and beacons can be found online.

# LED Work Lights and Beacons from febi



**Bringing light into darkness: febi Truck offers you high quality parts for all common European commercial vehicle brands including a broad range of work lights and beacons.**

Good visibility is extremely important for commercial vehicles or machines operating especially in the evening or at night. If there is insufficient lighting, vehicles and loads can be damaged, and people could potentially get injured. This is why febi offers additional work lights for commercial vehicles.

## Additional Light for Loading or Reversing

Work lights are commonly installed on commercial vehicles to give additional light for loading or reversing. They vary in size, power, brightness, shape and design, depending on their use. As long as there is an on/off switch, they can be mounted everywhere on the vehicle. There are versions with a flood-, spot- or combination beam. A spot beam gives a long and narrow light beam. Flood beam gives a light beam similar to the standard beam light but longer and wider.

## Water Spray Tests

All febi work lights meet the highest standards: they are 100% tested to ensure that each individual light delivers maximum performance. Water spray tests are carried out to simulate real weather conditions such as rain and mist, as well as additional salt spray tests to show the corrosion resistance of materials and coatings.

IP67 tested work lights survive the complete immersion in water for at least 30 minutes without being damaged. Additional high temperature water jets compatibility is necessary for the highest protecting rating IP6K9K, which mainly stands for maximum durability of a work lamp and complies with ISO 20653.

## Easily Visible from Any Angle

Beacons are used in road traffic to warn of possible dangers, such as slow, larger trucks for example. They emit light in all directions so as to be clearly visible from any angle.



febi has beacons with three different mounting types in range:

- DIN connector
- Three bolt fixation open end
- Magnetic fixation, plug DIN 4165

Beacons with a DIN connector or screw connection are suitable for fixed installation on the vehicle. Lights with a magnetic base can be attached to any vehicle without any additional bracket. Furthermore, febi also offers matching holders and replacement lenses as accessories.

## Tested Quality

All work lights and beacons from febi are tested intensively by our certified quality management for different requirements and loads. They are subject to special care in design, manufacturing and assembly, and meet or exceed all OE standards.

Find more products online at: [partsfinder.bilsteingroup.com](http://partsfinder.bilsteingroup.com)





# The Perfect Warning

## Beacons by febi

- » Broad range of beacons
- » Offering beacons with halogen and LED lamps and in high and low design
- » Three different mounting types in range (DIN connector, three bolt fixation open end and magnetic fixation, plug DIN 4165)
- » Also further accessories like matching holders and replacement lenses available
- » Trouble-free use in a wide temperature range from -30 °C to +50 °C
- » Beacons with LED comply with ECE R65 only with rotating light
- » All beacons are equipped with the necessary mounting accessories



 **SOLUTIONS  
MADE IN GERMANY**

[www.febi.com](http://www.febi.com)

**bilsteingroup®**



# EURO 6 IN FOCUS



**GATES CORPORATION**

## Gates provides technical guidance and assurance for counter sales staff and workshops

It's fair to say that an increasing number of parts enquiries received by technical hotlines concern the influence of European exhaust emissions regulations, more generally known as Euro 6. For counter sales staff at heavy duty parts distributors across Europe, the speed of their answers is dependent on how quickly they can identify the brands that conform with the requirements. The best options are guaranteed to fit, have proven to be reliable and are recognised as acceptable by fleet engineers.

### Legislation

Since January 2014, all trucks and buses in Europe have been built to meet Euro 6. The regulations incorporate tough on-board diagnostics and in-service monitoring of emissions that contain nitrogen and oxygen NO and NO<sub>2</sub>, better known as NOX. These are the product of the high temperature combustion generated inside the engines.

As a manufacturer working closely with designers of major truck and bus manufacturing marques, Gates has a strong OE pedigree and enjoys a preferred supplier status for various systems on vehicles built by a wide range of manufacturers. These include MAN (truck and bus), Mercedes Benz (truck and bus), trucks built by DAF and Scania as well as buses made by Van Hool. OE success stories highlight Gates as a preferred OE engine parts supplier for parts on engines such as the MAN D15, the Mercedes HDEP as well as the DAF MX11 and MX13 engines.

With a strong OE pedigree it is clear that Gates understands the commitment to quality and compatibility of parts designed for Euro 6. Moreover, the ranges of parts supplied include more than just multi-ribbed accessory belts, tensioners and idlers. Hoses for turbochargers, air systems, fuel systems and cooling systems (plus the compatible thermostats) are also available. It means that Gates is supplying OE quality parts to the after market at very competitive prices.

### Service contract expiry dates

Over the last two years the percentage of Euro 6 vehicles requiring service and repair outside of their initial purchase warranty or contract service terms has risen sharply. This makes the business a popular target for independent workshops that can offer favourable service and repair contracts.

While the conditions set by fleet operators often specify that OE parts must be used, in practice they are often satisfied by the reputation of the brand.

A strong OE pedigree ensures that the parts supplied by Gates will pass any reputation test and be supported by most fleet engineers.

### Belt kits, quality and control

Moreover, Gates is making things easier for professional workshop mechanics by not only supplying individual parts, but also offering complete belt kits. By fitting kits, workshop managers can be sure to make vital contributions to preventive maintenance strategies employed by fleet engineers. Those responsible for logistics fleets that generally operate with tight, just-in-time deadlines understand that the drive systems fitted to these engines are highly engineered and require careful maintenance. For instance, RPM has been lowered and now generates extra vibration that the drive system must control. This means that all of the parts – belts, tensioners and idlers – must all be replaced at the same time in order to ensure that worn parts don't compromise the critical performances of any other components in the system.

The belt kits supplied by Gates are attractive because all of the OE quality parts needed for one drive system overhaul are in the same box. This allows for ease of ordering, ensuring all of the parts are compatible, and provides additional peace of mind as all parts are covered by a single warranty. What's more, with over 150 accessory belt kits to choose from, Gates is a market leading brand.

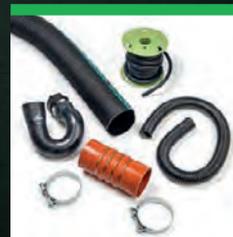
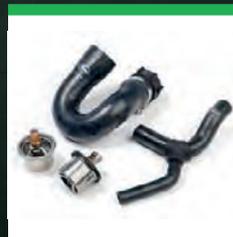


# MAXIMISING FLEET UPTIME

Introducing FleetRunner™, Gates' dedicated heavy-duty aftermarket parts programme. Being an Original Equipment supplier with a global footprint and coverage, Gates applies the same quality standards in the manufacturing of all FleetRunner™ parts. This makes them premium-quality solutions that keep your engines running more efficiently for longer periods of time, saving money on maintenance and maximising road time. Available from stock across Europe, the Middle East and Africa.

**GATES® FLEETRANNER™  
KEEPS YOU ON THE ROAD**

[WWW.GATES.COM](http://WWW.GATES.COM)



**FleetRunner™**



Professional products just for workshops  
[www.liqui-moly.com](http://www.liqui-moly.com)



# FOR THE FIRST TIME, LIQUI MOLY IS THE MOST POPULAR BRAND FOR VEHICLE CARE

**In addition to the winning premiere, the readers of the German trade publication “Werkstatt aktuell” voted the company the best oil brand for the eighth time in a row**

Even serial winners can still be surprised. This happened with the German commercial vehicle journal “Werkstatt aktuell”. For the first time, LIQUI MOLY was voted the best brand for care and cleaning products in a readers’ poll. Far less surprising, but no less pleasing, is the company’s first place as the best oil and lubricant brand. Since the introduction of the competition, the company has been ranked first in this category.

“We firmly believed that this would happen,” says Christian Schwer on winning a readers’ vote in the vehicle care category for the first time. Nevertheless, he is surprised: “In my opinion, I expected a few years of waiting before we knocked the top dog of the care products off the pedestal. And I had not suspected that we could make this move in a commercial vehicle medium,” says the National Sales Manager of LIQUI MOLY.

In motorsport, we would call it a photo finish. In the readers’ polls of the commercial vehicle magazine in the care and cleaning category, it was really close at the finish line. After LIQUI MOLY had worked its way forward year after year, the overtaking maneuver and thus the leap onto the top step of the podium succeeded this year. And this at an extremely suitable time, because Germany’s most popular oil brand is now positioning itself more strongly as a full-range supplier that, in addition to lubricants and additives, also has first-class service and care products in its range. In the oils and lubricants category, the eighth title was won in the eighth year of the competition in a commanding manner. The lead over the silver medal winner was more than 37 percentage points. This gap has again grown by around a third compared to the previous year. “Once again, this clear victory confirms our hard work, especially in the first year of the coronavirus pandemic,” is how Christian Schwer puts it. “Now we’re reaping the harvest.”



Serial winners together: Truck racing driver Jochen Hahn (left) and LIQUI MOLY. The brand has been voted the number 1 in the vehicle care category for the first time by readers of the trade magazine “Werkstatt aktuell”. It is the best lubricant brand for the eighth time in a row. Christian Schwer, National Retail Sales Manager, accepted the awards at the Iveco test site near Ulm.

# Save money through quality

In the end, it's not a single purchase price that counts for fleet operators, but the total cost of ownership.

LIQUI MOLY helps



through individual analysis and cost reduction advice



by restoring the original engine efficiency with additives



by reducing maintenance and repair costs thanks to high-quality products

This offers new business opportunities to you and helps fleet operators to save money.



205 liters

60 liters

20 liters



[www.liqui-moly.com](http://www.liqui-moly.com)





[www.mahle-aftermarket.com](http://www.mahle-aftermarket.com)  
[www.mpulse.mahle.com](http://www.mpulse.mahle.com)

# When diesel sweats



**Water in diesel is a constant threat to the affected vehicle components. It causes metal parts to rust and reduces the lubricity of the fuel, which can make the fuel pump jam. With the new CleanLine spin-on oil filter, MAHLE offers optimal protection for commercial vehicles with diesel engines.**

Water and contamination need to be removed reliably from the diesel fuel. That's why we've developed MAHLE CleanLine for you and your customers: an innovative, high-performance, and easy-to-change filter system for water and particle separation that achieves peak performance throughout its service life. The highlight is the two-stage variant for regions with inferior diesel quality. In this variant, dirt (stage 1) and water (stage 2) are removed separately, resulting in highly efficient cleaning.

## CleanLine in first place

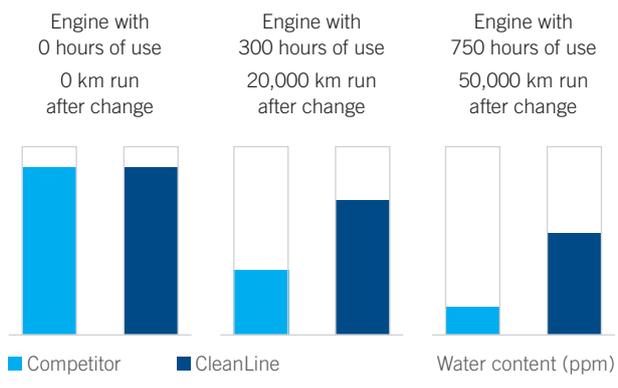
Compared with its competitors, CleanLine has the highest water separation efficiency throughout the service life of the filter: over 93% when new, and even after 30,000 kilometers, it still separates as much as 70% of the water. Competitor products provide less than 20% separation after the same number of kilometers. The dust retention capacity of CleanLine is also significantly higher than that of conventional filters.

In South America, MAHLE CleanLine was tested in the trucks and buses of more than 200 companies. The employees were impressed by the easy and fast filter replacement and by the variety of applications for which the filters can be used. In 2020, MAHLE CleanLine will be available throughout the world—including in your country. Your direct contact: [felix.maier@mahle.com](mailto:felix.maier@mahle.com).



## CleanLine separates more water from diesel fuel

The superiority of two-stage filtration over conventional systems is best seen over time.



## CleanLine at a glance

- CleanLine is available with single- or two-stage separation. The single-stage variant filters particles and water in one step. The more powerful, two-stage variant filters in two separate steps: first the particles, and then the water, via a water-repellent, synthetic fabric.
- With CleanLine, you can change the filter in an instant: the existing bowl (water storage tank) can be easily unscrewed when changing the filter.
- CleanLine is made entirely from plastic, which makes it lighter than comparable filters on the market, and it can be disposed of in an environmentally friendly manner.
- CleanLine is compatible with the current filter heads made by vehicle manufacturers.



GREAT WORK!  
Supported by MAHLE.

## Your performance is great!

It's you who make sure that millions of people around the world are able to get to where they're going every day. You keep your head on straight even when things get tricky. You keep abreast of the latest in the field of the mobility of tomorrow—and you aren't afraid to get your hands dirty to make the impossible possible.

**To sum it all up, you achieve great things.**

We, on the other hand, stay behind the scenes—but we've got your back! So that everything goes just as smoothly as you imagine when it comes to repairs. So that, in the end, only what really counts is at the forefront: your **GREAT WORK!**



With this extensive product range, MAHLE keeps your back free—from engine cooling and air conditioning, engine parts, turbochargers and filters to workshop equipment and diagnostics.

[mahle-aftermarket.com](http://mahle-aftermarket.com)

**MAHLE**

**MANN  
FILTER**

# MANN-FILTER. The better choice.

Innovator

Leader



Now that's something worth celebrating! At first glance, the product hasn't changed much at all over the last 70 years. The filter still works according to the same principle. However, MANN-FILTER is today an undisputed champion in the automotive and industrial filter technology sector. Our customers benefit from our innovative products for vehicles and machines, as well as our comprehensive portfolio of services. Going forward, our promise holds good:

**MANN-FILTER – Perfect parts. Perfect service.**  
[www.mann-filter.com](http://www.mann-filter.com)



## 70 years of MANN-FILTER: Proud of every wrinkle

**The premium filtration brand celebrates its round birthday, looks back with pride on a successful history of development and sets the course for a promising future with great confidence.**

How it all began: Adolf Mann and Dr. Erich Hummel established “Filterwerk Mann + Hummel” back in 1941 in Ludwigsburg as it was called back in the day. Today, eight decades later, MANN+HUMMEL has grown to become the world’s leading filtration expert, employing more than 21,000 people at over 80 locations, with sales totaling 3.8 billion euros (in 2020). MANN-FILTER was there from the very beginning and is still part of the company today as a globally valued brand.

### **MANN-FILTER: Then and now**

70 years ago, on August 16, 1951, MANN-FILTER was first registered as a trademark. What started as a small national brand in Ludwigsburg also gained international popularity starting in the 1960s. Today, the premium brand is an undisputed force in filtration technology for the automotive and industrial sectors worldwide. Their filters combine the entire know-how and experience of the MANN+HUMMEL Group in a comprehensive product portfolio – and in 100 percent OE quality for the aftermarket around the globe.

“We look back with pride on the very successful 70-year history of our premium brand, which we continue to write every day,” affirms Simon Frick, Vice President Sales IAM Europe at MANN+HUMMEL. “We are taking the anniversary as an opportunity to thank our customers around the world – for their many years of loyalty and for good and successful collaboration. This development would not have been possible without our customers,” adds Frick.

As one of the few brands in the automotive aftermarket, MANN-FILTER has managed to become an icon with cult status over the years with its striking yellow-green color scheme. For a few years now, they’ve been enjoying the same success in motorsports as well. Here, it is the yellow-green mamba that is generating a lot of excitement among its growing fan base.

### **Award-winning worldwide**

MANN-FILTER is a big hit. This is certainly evident from the many awards received worldwide. The fact that customers independently choose their favorites further reinforces this. “Our numerous awards make clear how much our customers appreciate MANN-FILTER. We are very proud and happy about every single one, such as the “Best Brand” award from ETM Verlag in cooperation with the Automechanika trade show,” says Frick. “To receive this award for the tenth time in a row on our 70th anniversary is a great gift and a great honor. It motivates us to continue developing innovative products for vehicles and machines while offering comprehensive service packages.”



### **A glimpse into the future**

“Seven decades of successful brand history also means we bear a great responsibility for the future. And it goes without saying that we want to live up to this obligation. To meet the challenges ahead, we are developing the filters of tomorrow in the vehicles and machines of today. After all, we want to still make the same promise to our customers in the future: MANN-FILTER – Perfect parts. Perfect service.”



# MERITOR® BRAKING PRODUCTS



**WORLDWIDE BRAKING LEADER FOR THE COMMERCIAL VEHICLE INDUSTRY SUPPLYING FRICTION PRODUCTS AS ORIGINAL EQUIPMENT AND INTO THE AFTERMARKET.**

## MERITOR® PREMIUM MAX BRAKE PADS

**Premium Friction material M550 developed and tested to meet and exceed customer expectations for high demand Truck, Trailer and Bus applications.**

- Quality Components
- Wide Product Range
- Premium Braking Performance
- R90 PLUS Testing

**Premium:** M550 Friction material – for Meritor, Knorr & Wabco brakes

**Applications:** High demand usage – Bus, Coach, CV heavy duty and specific trailer HD temperatures above 500°C

**Back Plate:** Wiremesh



- Performance – matched to leading OE material for friction level and stability across temperature range above 500°C
  - Wear – Best in class friction wear for arduous and demanding applications but not at the expense of rotors
  - Refinement – Mesh interface for high shear strength and caliper seal protection- Coated for even and quick bedding
- Proven high performing pad for demanding applications.

## MERITOR® MDP3000 BRAKE PADS

**The MDP3000 brake pads featuring the M520 friction material are manufactured to the highest TS-16949 quality standards.**

- Quality Components
- Meritor Testing
- Wear and Braking Performance
- R90 PLUS Testing

**Quality:** M520 Friction material – for Meritor, Knorr & Wabco brakes

**Applications:** CV Medium - Heavy Duty - Trailers temperatures up to 500°C

**Back Plate:** Spigot holes



- Performance – Designed to operate premium truck applications and working at varying temperatures up to 500°C
- Wear – M520 friction material consistently delivered similar levels of brake performance, pad wear and disc wear to the benchmark OE material

Perfect product balance between quality vs price.

[www.meritorpartsexpress.com/eu](http://www.meritorpartsexpress.com/eu)





# MERITOR® BRAKE PADS FOR BPW APPLICATIONS PRODUCT UPDATE

Meritor is pleased to announce the extension of its Meritor brake pad range for BPW applications.

Meritor part numbers for BPW applications including fitting kits are available NOW in our warehouse in Germany to satisfy the needs of the market.

High quality range of brake pads covering all major European trailer applications.



PART NUMBER	APPLICATION	BRAKE SYSTEM	WVA	FAMILY	FRICTION MATERIAL
MAX167K	BPW	Knorr SN / SB7	29167, 29307	Premium Max	M550
MAX171K	BPW, SAF, Schmitz	Knorr SK7	29171, 29158, 29308	Premium Max	M550
MAX165K	BPW	Knorr SN / SB6	29165, 29306	Premium Max	M550
MDP3167K	BPW	Knorr SN / SB7	29167, 29307	MDP3000	M520
MDP3171K	BPW, SAF, Schmitz	Knorr SK7	29171, 29158, 29308	MDP3000	M520
MDP3165K	BPW	Knorr SN / SB6	29165, 29306	MDP3000	M520



www.nrf.eu  
webshop.nrf.eu



# EGR COOLERS ON TRUCKS, A TECHNICAL EXPLANATION >

European emission standards define the acceptable limits for exhaust emissions of new vehicles sold in the European Union and EEA member states. EURO 6 is the latest standard, introduced in 2013, with a reduction in Nitrogen Oxides (NOx) to 0.46g/kWh. This is a drop of 90% in comparison to EURO 5. It makes trucks cleaner than passenger cars on NOx. This has been achieved through using Exhaust Gas Recirculation (EGR), Selective Catalytic Reduction (SCR) with AdBlue and Diesel Particulate Filter (DPF).

## EGR COOLING

As a cooling parts specialist, NRF offers EGR coolers in their range for several years. With a lot of technical knowledge of EGR coolers and the EGR process, NRF has become a specialist in this subject.

The EGR is largely misunderstood as to its purpose and function. EGR works as part of the system controlling emissions, but also has other key functions:

- Bypass in the cooler to increase engine temperature when the engine is cold
- Decrease exhaust gases temperature by up to 300c
- Helps to reduce 90% of NOx over Euro 5
- Reduced fuel consumption

## THE NRF RANGE

NRF offers a range of 19 EGR coolers, EGR modules and EGR valves for truck applications. See the overview below:

APPLICATION	ARTICLE GROUP	NRF
CUMMINS ISX 07-09	EGR Module	48300
CUMMINS ISX 2010-2013	EGR Module	48302
DAF XF 2012- EURO6	EGR Cooler	48382
FREIGHTLINER DD15 10-13	EGR Module	48301
FREIGHTLINER SERIES 60 02-06	EGR Cooler	48108
FREIGHTLINER SERIES 60 08-10	EGR Cooler	48109
MAN TGA D20 EURO4	EGR Cooler	48105
MAN TGA D28 EURO4	EGR Cooler	48102
MAN TGA D28 EUO4	EGR Cooler	48103
MAN TGA/F2000 2000-	EGR Valve	48600
MAN TGA/TGS/TGS D26 EURO4	EGR Cooler	48101
MAN TGA/TGS/TGX 2000-	EGR Valve	48601
MAN TGL/TGM D0836 2005-	EGR Cooler	48106
MAN TGS/TGX D20/D26 EURO5	EGR Cooler	48305
MAN TGS/TGX D2066	EGR Cooler	48104
SCANIA P,R,T series EURO4	EGR Cooler	48319
SCANIA P,R,T series EURO5	EGR Cooler	48318
VOLVO D11 / MACK Mp7	EGR Module	48304
VOLVO D13 / MACK Mp8	EGR Module	48303

## BLOCKED EGR COOLER



## TECHNICAL INSIGHT - DIAGNOSES AND ERRORS

The EGR is controlled by the engine control unit (ECU). With the engine running, it's possible to read the parameters of the EGR through a diagnostic device and thus determine any errors. The comparison values of the EGR control and the air mass sensor provide information about the correct function: if the EGR valve is activated, a smaller air mass reading will be measured.

## VISUAL INSPECTION

Check vacuum lines and/or electrical wiring and connectors. Check for cracks and leakage.

## VALVE DRIVE DIAGNOSIS

By feeling and/or hearing it can determine whether the electric vacuum valve or the servomotor is working.

## BLOCKED COOLER

The cooler can be blocked due to high buildup of carbon. This results in higher fuel consumption, loss in power and smoke could also be seen, resulting in a broken piston rings EGR would trigger a "DTC" codes.



Dale Reynolds  
Technical specialist





NRF.EU

## THE ART OF COOLING >



### ENGINE COOLING

RADIATORS | INTERCOOLERS  
OIL COOLERS | FAN CLUTCHES  
FAN BLADES | EGR COOLERS  
EXPANSION TANKS

### AIR CONDITIONING

COMPRESSORS | CONDENSERS  
INTERIOR BLOWERS | HEATERS  
EVAPORATORS | RECEIVER DRIERS  
EXPANSION VALVES | PRESSURE  
SWITCHES | COMPRESSOR  
SPARE PARTS

LARGE RANGE OF RADIATOR  
AND INTERCOOLER CORES.  
EURO6 ITEMS AVAILABLE.

MORE THAN  
1.250 TRUCK PARTS





## NTN-SNR EXPANDS ITS TRUCK LINE



Although the average cost of operating a commercial truck ranges from 100,000 to 150,000 euros per year<sup>1</sup>, the bill increases by several tens of thousands of euros when that truck ends up on the side of the road. To limit the risks of part failure and the cost of repairs, it is extremely important to select quality products. World leading automotive manufacturer NTN-SNR understands this all too well. That's why it offers a large and ever-growing range of high-quality OEM bearings (wheel and transmission applications) intended for truck applications.

Trusted partner of automakers, NTN-SNR understands their demands and works alongside them to develop parts that satisfy those demands. As a well-established player, the manufacturer has amassed this know-how over a long period of time and places it at the service of the aftermarket by also offering reliable, OEM quality products to automotive repair professionals.

### A PRODUCT LINE IN FULL BLOOM

Having identified a strong demand coming from the heavy goods vehicle segment, NTN-SNR set an ambitious goal for itself: To become one of that market's major players in bearings. With the benefit of an original equipment manufacturer's inherent legitimacy, NTN-SNR mustered the resources to achieve its goal by significantly developing its product line in recent years.

Over the course of the past two years, in fact, it has already launched several large expansions based directly on market demands as well as on the potential of the top vehicles

registered in Europe. As a result, 62 new part numbers were added to the Truck aftermarket product line in 2019, which were then supplemented by 31 others in 2020. Some thirty new part numbers will also be added to the catalog this year, specifically with the addition of several alternator bearings requested by the market.

"Today NTN-SNR is proud to have added over 120 part numbers in less than 2 years to its range of bearings intended for truck applications. This is great progress and enables us to respond more and more rapidly to market demands," explains Romain PETELLAZ, Truck Product Manager. "And we don't intend to stop there. We will continue to expand this product line, focusing closely on customer needs, especially thanks to the NTN production facilities located in Japan and to the SNR factories here in France."

### FULL COVERAGE THROUGHOUT EUROPE

In addition to responding to the needs of trucks, the NTN-SNR bearing line also covers buses and trailers. The manufacturer targets the most widely registered vehicle brands in Europe (Mercedes, Man, Iveco, Daf, Volvo, Scania and Renault Trucks, Setra, Mercedes Bus, Neoplan, Irisbus, Iveco Bus, Volvo Bus, Van Hool, Scania Bus, SAF, Gigant and Schmitz Cargobull) across several generations ranging from the early 1990s to the latest models.



<sup>1</sup> According to the site <https://nitifilter.com/portfolio/camion-poids-lourd/>



WE BUILD THE SOLUTIONS  
THAT LAST



Conception et réalisation : Service publicité NTN-SNR - © NTN-SNR 03/2018 - Crédits : Viewrys - Shutterstock



### #RELIABILITYINSIDE

Neither the high precision of your gearboxes, nor the demands of your clutch, accept the slightest compromise. NTN-SNR is going even further: Our teams work together with the world's leading vehicle manufacturers to perfect the design and the production of special ultra-high strength bearings.

Whether as original equipment or aftermarket parts, our solutions optimize driveline reliability.

[www.ntn-snr.com](http://www.ntn-snr.com)



With You



[www.osram.com/truckstarpro](http://www.osram.com/truckstarpro)

# OSRAM TRUCKSTAR® PRO BUILT FOR THE LONG HAUL

**OSRAM**

**Truck and commercial vehicle drivers are pushed to their performance limit every time they get behind the wheel, and so are their lights. As owners, drivers, and fleet managers, you rely on the performance of your lights to keep you safe, day in day out. For you, exceptional quality is the minimum requirement. Lighting systems must therefore be powerful and durable enough to keep up with the demands of your job.**

## Performance & durability you can rely on

OSRAM has been turning night into day for over 110 years. With a history of pioneering technology and a future full of game-changing innovations, you can rely on proven performance from the OSRAM family of products. OSRAM products are rigorously tested under the most extreme conditions to ensure every lamp exceeds all ECE quality requirements. Their commitment to continual innovation is focused on developing quality automotive lighting solutions that improve the driver's vision and the visibility of all road users.

## TRUCKSTAR® PRO is the most powerful range of halogen truck lights from OSRAM

There's no room for error in commercial driving. With many hours spent behind the wheel, often at night and in bad weather, the slightest lapse in concentration can have serious implications for drivers and their cargo. As daylight fades, subconscious control functions begin to diminish, conscious reaction times can be slowed down, and driving becomes more stressful. Furthermore, driver fatigue and poor visibility are potential safety risks. OSRAM TRUCKSTAR® PRO lamps offer up to 2,5 more lifetime<sup>1</sup> and up to 120% more brightness<sup>2,3</sup>, making it easier for you to focus on the road ahead. These impressively bright 24-volt lamps are built with vibration resistant technology to handle heavy duty applications and their excellent durability helps reduce downtime and fleet costs.

## Maximum value for your business

At OSRAM, they understand the importance of proper vehicle maintenance. Every minute spent in the workshop is revenue lost. That's why OSRAM lights are developed especially with the needs of professionals in mind. They offer extra-long lifespan, optimized light intensity and vibration resistance. This means less downtime and more productivity, as well as significant savings on lamps and costs each year.

Use the TRUCKSTAR® PRO calculation tool ([www.osram.com/truckstarpro](http://www.osram.com/truckstarpro)) to work out your individual annual requirement for replacement lamps and find out how much money you can save by installing TRUCKSTAR® PRO lamps. On average three TRUCKSTAR® PRO lamps will replace five standard 24 Volt lamps. The longer life of TRUCKSTAR® PRO lamps alone – averaging 1200 hours compared with 650 hours for standard 24 Volt lamps – will save you money. All you have to do is enter the number of trucks in your fleet, the average number of days on the road and a few other values and you'll be amazed. Enjoy huge cost savings compared with conventional 24 Volt lamps.

**Whatever you need to get the job done, OSRAM's range of high-performance solutions are built to last, giving you the confidence to tackle any road in the toughest conditions. Trust OSRAM to light your way.**



<sup>1</sup> Compared with standard lamps

<sup>2</sup> H1, H4, H7 and H11

<sup>3</sup> Compared to minimum ECE R112 requirements

osram.com/truckstarpro



## Bringing light to business

### OSRAM TRUCKSTAR® PRO

### Built for the long haul

Ideal for professional drivers, the impressively bright 24-volt lamps of the TRUCKSTAR® PRO are built with vibration resistant technology to handle heavy duty applications. Their excellent durability helps reduce downtime and fleet costs. OSRAM's most powerful range of halogen truck lights offers up to 2.5 more lifetime<sup>1</sup> and up to 120%<sup>2,3</sup> more brightness – giving you the confidence to tackle any road in the toughest conditions.

**Insist on OSRAM – the No.1 in Automotive Lighting.**

Light is OSRAM

**OSRAM**



<sup>1</sup> Compared with standard lamps. <sup>2</sup> H1, H4, H7 and H11. <sup>3</sup> Compared to minimum ECE R12 requirements



philips.com

# PHILIPS LED WORK LIGHTS



## DESIGNED WITH YOU IN MIND

Philips Xperion 6000 range has what it takes to get any job done perfectly

The Philips Xperion 6000 LED work light range helps you see almost anywhere you need while offering long-lasting durability, flexibility and battery lifetime that lets you work at your best.

Brighter illumination, longer lasting

Multiple light modes and the flexibility of an additional spotlight or hose light across the range means superb visibility, no matter how difficult the working environment. A beam angle of up to 110° provides widespread coverage of your working area. In addition, all Philips Xperion 6000 work lights use 6000 K LEDs. A single charge via the USB Type-C socket, which gives the high-capacity battery sufficient power to last the working day in different modes.

IK07 impact resistance shields them from the inevitable knocks and drops that happen at work. Water splashes, dust, grease, workshop solvents and most chemicals are kept at bay thanks to ingress protection rated IP54 or higher. Finished in hard-wearing ABS copolymer and rubber, the lamps are more than a match for the rigors of a typical automotive workshop.

Smart, ergonomic design

A touch of thoughtful design further enhances the functionality of the Philips Xperion 6000 range. Equipped with integrated magnets and a 360°-rotatable hook, these LED work lights can be simply and securely attached to a metallic surface or suspended above the work area, leaving both hands free for the job. Rotatable light units allow even greater flexibility for directing the beam precisely where it's required.

As even the most careful mechanics might forget where they left their tools, the Philips Find My Device accessory offers a failsafe solution for tracking down compatible misplaced lamps. Serving as both a cordless charging station and a convenient storage point, the Philips Multi Dock Station keeps your LED work lights ready to go. An LED indicator blinks while charging and turns green when the devices are fully charged.

For further details, go to: [www.Philips.com/Xperion-6000](http://www.Philips.com/Xperion-6000)



**PHILIPS**

Xperion 6000

LED work lights

Designed  
with **you**  
in mind

### Advanced lighting performance that lasts

Discover our brand-new Philips Xperion 6000 work lights, designed with you to handle any daily tasks in tough environments.



UV Pillar



Pillar



Pocket



Slim



Line

innovation  you

[Philips.com/Xperion-6000](https://philips.com/Xperion-6000)



Video link VALEO

# ELECTRO-HYDRAULIC CLUTCH ACTUATOR FOR COMMERCIAL AND AGRICULTURAL VEHICLES



**With an outstanding performance, the FTE electro-hydraulic clutch actuator for Heavy Duty Trucks is easy to install, to connect and to replace. It's the best solution for the replacement unit featuring Original Equipment Quality.**

## FTE, an innovative Valeo brand



Since the acquisition of FTE in 2017, Valeo offers the European Independent After-market the widest range of actuators for Commercial Vehicles

& Agricultural Vehicles, with O.E. footprint.

The Valeo range is today composed of 455 active references, offering one of the best park coverages in IAM. It includes 15 references of Concentric Slave Cylinders (CSC), 17 references of clutch boosters, 180 references of Clutch Master Cylinders (CMC), 104 references of Clutch Release Cylinders (CRC), 120 references of repair kits for CRC and CMC, 18 references of hydraulic pipes, adapters. FTE offers in addition the electro-hydraulic actuator, an exclusivity on the market.

## The replacement unit featuring OEM Quality

FTE has added an innovative, high-tech product to its already-extensive range of hydraulic systems for brakes and clutches: the electro-hydraulic clutch actuator (EHCA).

It is the perfect replacement for the original part. Automated gear-changing systems for Trucks are based on a conventional mechanical gearbox but eliminate the clutch pedal.

The EHCA developed by FTE plays an important role: as a compact plug & play unit, it takes the place of the master/slave cylinder and the clutch pedal. It automatically opens and closes the clutch.

Electro-hydraulic provides better benefits than a pneumatic system: better fuel efficiency and lower CO<sup>2</sup> emissions.

## The innovative hydraulics solution for Trucks

FTE has completely designed and manufactured the actuator to the highest standards of quality for the original equipment and also developed its electronics and software.

The electronic control unit operates the actuator using CAN signals. Deviations from required operating values generate error codes. If these deviations are severe enough, a warning is flashed telling the driver to head for a repair shop.

The problem is analysed there using a vehicle diagnostic system. If the actuator has to be replaced, it's very easy to exchange the EHCA unit. It comes pre-filled with brake fluid, so it's only necessary to mechanically re-engage the actuator and plug in the electrical connections.

This unique Electro-Hydraulic Clutch Actuator is available under references 2300038 (FTE) and 874879 (Valeo).



DEVELOPED FOR THE  
AUTOMOTIVE INDUSTRY

## INSTALLED IN THE AUTOMOTIVE AFTERMARKET

This innovative electrohydraulic clutch actuator is the result of advanced technological expertise backed by extensive research and development. Designed for highly dynamic and precise clutch control in commercial vehicles, it gives any truck a lightning response. Discover this actuator's clear benefits: outstanding performance, safer uphill driving, and quick and easy plug & play installation. When it comes to quality, reliability, and availability, FTE is always first choice.

FTE automotive – Innovation drives

[www.fte.de](http://www.fte.de)



# NETWORK CONTACTS



## LEADING NETWORK OF INDEPENDENT GARAGES FOR TRUCKS & TRAILERS IN EUROPE AND BRAZIL

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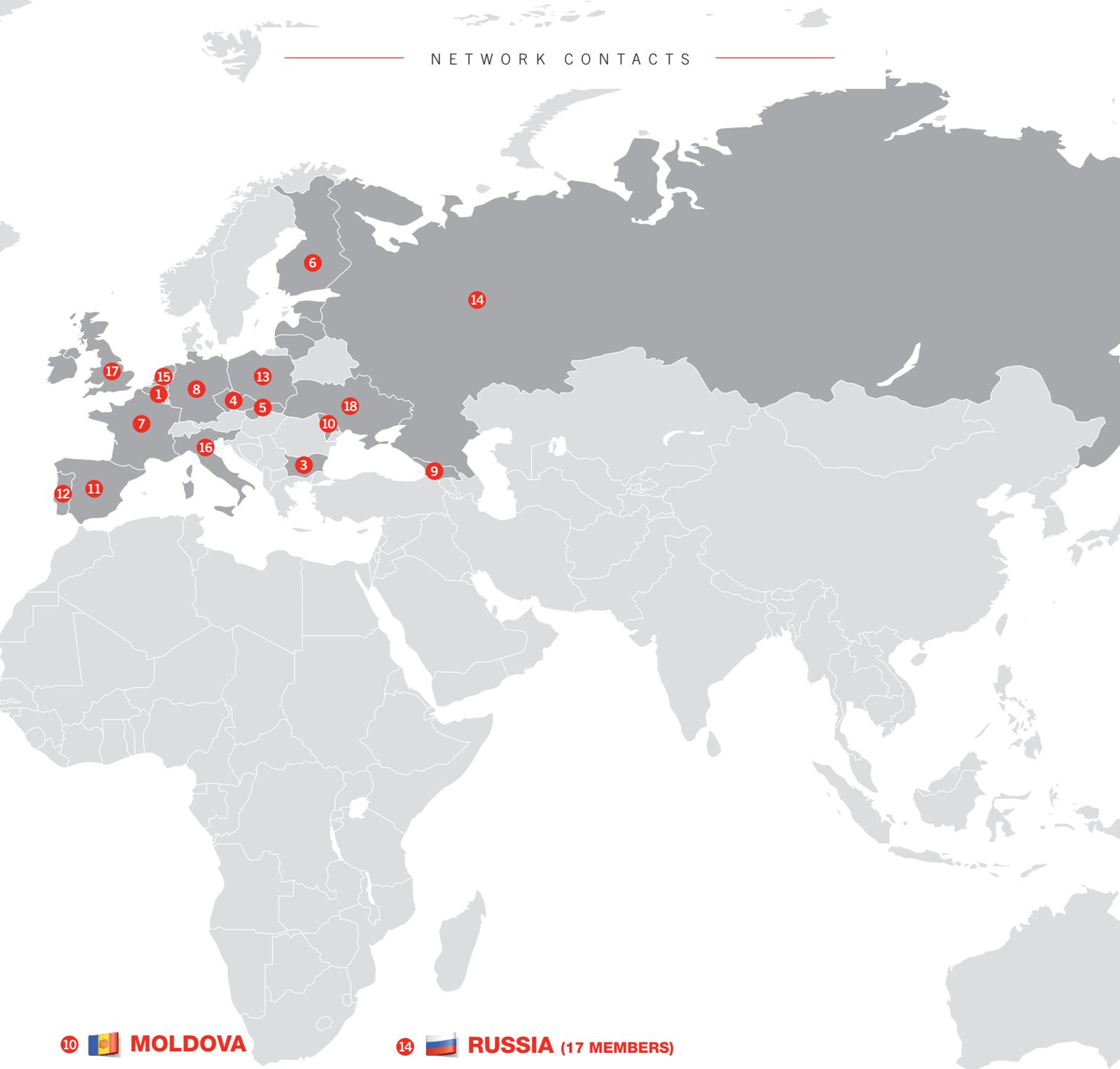
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2,700 tonnes of assorted metals were saved within Bosch by remanufacturing starters and alternators in 2019\*\* alone. This corresponds to approximately 7,400 tonnes of CO<sub>2</sub> equivalent (CO<sub>2</sub>e) that would be emitted by the production of this much new metal. It would take an entire forest of around 590,000 beech trees to absorb the CO<sub>2</sub>e. Join us and make your contribution to environmental protection with a Bosch eXchange part.

\*\* internal calculation, 2019